

# THE ATLANTA CONSTITUTION.

VOLUME XIV.

SUNDAY MORNING, JANUARY 6, 1884.—FOURTEEN PAGES.

PRICE 5 CENTS

## BARGAINS

It is all very well for other merchants to talk about bargains and half-price goods, but my

## SOLID SHOT BARGAINS

knock the wind out of their pretensions. When you advertise Bargains the people want to know what the bargains are.

## I ANNOUNCE

That I have Bargains

## FOR THIS WEEK DOMESTICS,

that are simple, unpretentious. I have an enormous stock, and I have

## DETERMINED TO REDUCE.

I promise such bargains

## AS ATLANTA HAS NEVER SEEN

I also offer bargains in

## UNDERWEAR.

every style and variety that will equal my bargains in Domestic.

## DOUGHERTY'S DRIVES!

Do you know what is meant by "Dougherty's drives" in

## DRY GOODS BOOTS & SHOES?

They are famous among the shoppers of Atlanta, but you may not know. Well,

when I have a heavy line of goods that I want to lower or clear out, I put prices on them that

## SIMPLY 'DRIVES'

mean, I make prices that the public cannot withstand. I don't coax the goods out.

## "DRIVE" THEM OUT.

When I announce a "drive" for any line of goods my salesmen all know that those goods are going

## I HAVE "DRIVES" DOMESTICS,

## UNDERWEAR,

## DOLMANS,

## CLOAKS,

## BLANKETS.

FOR THE

## COMING WEEK.

Call on me, get my prices, compare them with those of other houses and you will understand what is meant by

## DOUGHERTY'S "DRIVES."

## DAVID H. Y DOUGHERTY

THE ONLY SPOT CASH STORE.

## "LET US REASON TOGETHER," Dougherty's "Spot Cash" Store, January 1st.

To the Public:

We are all standing this morning on the threshold of a new year.

The most thoughtless man or woman pauses at such a time as this for reflection. Those who rush headlong elsewhere stop at the close of each year for an hour of retrospect and outlook. I ask to intrude for a few minutes just here.

The year of 1884, no matter how prosperous it may be, will be a year in which all sensible people should practice economy. Our people are emerging from a terrible load of debt imposed by the rehabilitation of their ruined homes and cities and fields. A year or two more of economy and all will be well.

It is my desire to aid in this spirit of economy. I like to see people spend money, but I like to

## SEE THEM SPEND IT WISELY.

Now I ask sober and serious attention to the following argument on the subject of shopping for dry goods and shoes. It is easy for any man to claim that he can undersell his competitors. The public will not believe his assertion until he shows them WHY he can do it. That is what I propose to do.

To make it plain, let us take THE STORY OF TWO MERCHANTS.

Mr. Credit and Mr. Spot Cash are their names. They each open business. In the first month they each have 500 customers.

Mr. Credit sells to his customers on time. They buy what goods they want, leave the store agreeing to pay when their bills are sent them.

Mr. Spot Cash does not sell to his customers on time. As each customer selects what he or she wants, they pay the money and go out feeling happy and independent.

Now, what is the next thing that is done?

Mr. Credit buys a lot of blank books to keep his accounts. He employs a book-keeper or two to enter the accounts. He then goes to a printer and has some bills printed. He then employs a man to make out the bills. And then employs a collector or two to go out and find the people who owe the bills.

Mr. Spot Cash simply pours his money into his drawer, looks the drawer, and smiles.

And now what is the next step? Each merchant wishes to replenish his stock and buy goods for his next month's business.

Mr. Credit finds that his customers are not yet ready to pay. They say that they will settle their bills monthly or annually. But he is obliged to buy goods. He, therefore, goes to market, gets the prices, and buys on 90 days time. Or if he is told in market that he can get goods cheaper by paying cash, he calls

in money from outside of his business, and pays interest on it.

Mr. Spot Cash takes the money out of his drawer and goes to market. He is given the prices. "Oh," but says he, "I've got the money here to pay for them."

"Ah then, sir, we will give you the usual cash discount." Mr. Spot Cash buys his goods at 5 or 10 per cent off and goes home smiling.

And now for the next step. It comes at the close of the month.

Mr. Credit finds that 15 or 20 of the 500 customers he sold to, have moved away, died, broke, or proved worthless. His collectors are worn out and his bookkeepers disgusted.

Mr. Spot Cash takes stock. He finds that there is \$20,000 worth of goods missing. He looks in his drawer and there is the \$20,000 in cash. Not a dollar is missing. Not a cent, for Mr. Spot Cash gives exact change. His collectors and bookkeepers do not look disgusted, for he hasn't any collectors or bookkeepers. He looks at the shelves. Then he looks at his drawer. And then he smiles.

## THE CRISIS APPROACHING

And now comes the next step, in which you are interested. It is the first of the second month, and each merchant is about to mark his new stock of goods for the coming month.

Mr. Credit says—"I must have 10 per cent net margin on my goods."

"Shall I put 10 per cent on the cost, sir?" asks his clerk.

"No," replies Mr. Credit, "put on the 10 per cent, then put on 33 per cent to cover the cost of the bookkeepers and collectors. Then put on 10 per cent to cover the losses on those fellows who didn't pay. Then add 2 per cent to pay interest on the money I had to borrow. Then put on 3 per cent for contingencies."

Mr. Spot Cash says—"I want 10 per cent margin on my goods!"

"Shall I put it on, sir?" says his clerk.

"Yes, and be careful not to put on more than that. That is all I want."

"Nothing for contingencies?" asks the clerk, who formerly clerked for the Credit.

"Not a cent. There are no contingencies in my business."

Now I ask you frankly, is not the above a true story? Is it not common sense? Is there a premise that is wrong? Is not the conclusion inevitable?

Then what is the next step for you to take?

Why, to stop "running an account" and trade with the Spot Cash man. Of course, if you prefer having things charged, you can do so. But if you have the money, and want to pay for what you get, the Spot Cash merchant can sell you more

goods for the money.

"But if I have the cash, can't I buy as cheaply at a credit store as at a cash store?"

I answer, No! The man who sells on credit is obliged to make up his losses on credit customers, and the cost of carrying credit business by the price he charges to cash customers. And this brings up

## THE MORAL ASPECT OF THE CASE.

I have been asked, "Don't you think it is hard to turn a poor person away from your counter because she has no money?"

I reply that it is hard. Just as anything of the sort is hard. Where there is destitution it is always hard. But these cases are to be met by charity, and not business. I have found it is not usually the poorer classes who want credit. They have little credit, and they pay cash.

Now let's reverse the case. A poor woman who struggles night and day for a living, that she may clothe her children against the cold, goes into a credit store for a child's shawl. She has a dollar or so, saved out of a month's earnings. She asks the price and gets it. Into this price is added the cost of collecting the bills of credit customers, and the losses of credit customers. She helps pay her part of that. There is no evading this. It does cost something to carry a credit business. And some customers do fail to pay.

Now the same woman comes into a Spot Cash store. She hands her hoarded earnings over the counter. She gets in return a shawl that is worth exactly what she gives, with only the legitimate margin added. There is nobody else's losses that she pays.

## AS TO THE MORAL OF THIS ALL

The above suggestions are presented for what they are worth. I commend them to you for your consideration. Do what you think is best with them. I only add a word, "I have the only

## SPOT CASH STORE

in Atlanta. Mine is the only store in Atlanta that does not sell goods on credit. Mine is the only store in Atlanta that buys and sells for spot cash.

"I have the only

## SPOT CASH STORE

In the city and I can prove it. If you will make up your mind to pay cash on your dry goods purchases for the year 1884, I will save you from 10 to 25 per cent on all lines of dry goods, boots and shoes. On a year's dry goods bill, even 10 per cent will be enough to buy Christmas presents with."

I leave the matter with you.

Wishing you all a happy New Year, I am respectfully,

**D. H. DOUGHERTY**  
THE "SPOT CASH" STORE.

## SEMI-ANNUAL CLEARING SALE.

I know no seasons in my business. There are no special times in the year when I "go to market." My buyers are in the market

## EVERY DAY IN THE YEAR,

and they ship me daily almost whatever they can buy at a bargain.

But twice a year it is necessary that I clear out certain lines of stock. I am determined to have my stock

## FRESH AND CLEAN,

and it is necessary to clear things out twice a year. This is the time of my winter "clearing out sale." I am, therefore, able to offer

## BARGAINS

that even I cannot touch during the regular season. When I advertise special discounts in my usual low prices, you may be sure that it is time to lay in your goods. If you want to buy, buy during my

## SEMI-ANNUAL CLEARING SALE.

By-the-way there are many ladies who are careful housewives, and who want to get as much as possible for their money, who have never been to my store. They have heard of my

## SPOT CASH

## LOW PRICES

but they say it is too much trouble to go over to my store and look into it, etc.

To these persons I would say: "Ask some of your lady friends who have tried my prices, how they compare with other merchants? Ask your friend what she paid for the last pair of gloves, or last dress, or cloak or shoes, or ribbon she bought at

## DOUGHERTY'S

Ask her how much she saved on it by buying of a

## SPOT CASH STORE.

If she tells you she didn't save money by going to Dougherty's don't you come. If she says she did save money, isn't it your duty to come?

## SINGING ONE TUNE.

You may notice that I have taken up the most of this page with only one tune. So I have. There is only one thing I want to impress on the public. That is that my prices are lower than those of any other merchant in Atlanta, and that the reason is I buy and sell for

## "SPOT-CASH."

All I ask is to investigate for yourselves. Let my argument lead you to do only one thing. Come and see for yourselves. Come and get my prices, and if they ain't lower than those you get elsewhere, walk right out of the store without buying.

Remember my special "drives" this week and my "Clearing Out Sales." Now is the time to buy.

## DAVID H. Y DOUGHERTY

THE ONLY SPOT CASH STORE.

GEORGIA, FULTON COUNTY—ORDINARY'S office, December 7, 1883. Susan C. Sharp, administratrix of the estate of Myra H. Sharp, represents that she has changed the date to sell the land and trust, and letters of dismission. This is, therefore, to notify all persons concerned to show cause, if any, why said executor should not be discharged from said trust.

W. L. CALHOUN, Ordinary.

GEORGIA, FULTON COUNTY—ORDINARY'S office, December 7, 1883. Alice M. Abernethy, administratrix of the estate of Joseph Abernethy, represents that she has fully discharged the duties of her office, and prays for letters of dismission. This is, therefore, to notify all persons concerned to show cause, if any they have, on or before the day in March next, why said administrator should not be discharged from said trust.

W. L. CALHOUN, Ordinary.

GEORGIA, FULTON COUNTY—ORDINARY'S office, December 7, 1883. Daniel P. Plaster, administrator of the estate of John A. Plaster, deceased, has applied for letters of dismission. This is, therefore, to notify all persons concerned to show cause, if any they have, on or before the day in March next, why said administrator should not be discharged from said trust.

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IRON WORKS.

ONTGOMERY & EUFAULA RAILROADS

by Central or (90) Meridian time.

SAVANNAH, GA., JANUARY 5, 1884.

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## FOR SALE—REAL ESTATE.

Elmore & House, 29 Peachtree.

\$8600—3 ROOM HOUSE HAYNES STREET.

1200—Five lot corner Elm St. and

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## FOR SALE—Real Estate.

G. H. Edelman & Co., 55 S. Broad Street.

WE ARE MOST THANKFUL FOR

the very liberal patronage bestowed upon

us for the past year, and hope by our

business, and polite treatment to all, to merit a

share of the public patronage.

It has been our policy to sell at a

low price, to give the most courteous attention to each

customer, and to give the best value for the money.

Having resided in the city of Atlanta 7 years

we know the property, and the people who own it.

It is a great advantage in our line of business, and

we are enabled to sell at a low price, and sometimes at a

price below the market value. The following

list is a sample of the bargains we are prepared

to offer for the commencement of 1884. Real estate

and real estate agents, 55 South Broad

street, call and see our property, and you will not be

disappointed.

\$1000—The cheapest 3 room residence in Atlanta

\$1000—New and well finished, three room cottage

and lot 40145 Love street; must be sold.



































